

Message Text

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ORIGIN AF-06

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DRAFTED BY AF/W:GHMITCHELL

APPROVED BY AF/W:JKBISHOP

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

UNCLAS STATE 210917

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY

FOR HARRY CAHILL

REF: LAGOS 8100

NAPCO REP PRINCE ADEFIOYE REQUESTS YOU RECEIVE FOLLOWING INFO FROM NAPCO. NAPCO HAS SOLICITED MOD TO SELL U.S. ARMY TYPE TACTICAL VEHICLES FOR APPROXIMATELY ONE YEAR. NAPCO'S CURRENT QUOTATION BASED ON MANUFACTURER'S COST TODAY FOR FIVE-TON CARGO TRUCKS FOR \$34,143 FOB FACTORY, FOR TWO AND ONE-HALF TON CARGO TRUCKS NOW \$24,750 FOB FACTORY. VERY IMPORTANT TO EMPHASIZE THAT NAPCO WILL PROVIDE TECHNICAL ASSISTANCE, DRIVER AND MAINTENANCE TRAINING, AND WILL SEE THAT VEHICLES ARE PROCESSED AND TURNED OVER TO DEPOT IN OPERATIONAL CONDITION. NAPCO GUARANTEES TO SUPPORT WITH SPARES FOR TEN TO FIFTEEN YEARS. REQUEST MAXIMUM ASSISTANCE TO PRINCE ADEFIOYE IN THIS SALE TO MOD.

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